

# Want Advertising "Knack" Has Become an Essential Part of Good Housewifery

Only a woman who is a "good executive" is a "successful" wife. A woman may be a "good wife" simply because she is a good woman; but she is not a "successful" wife unless she is a good manager—unless she has "executive knack"—the ability to do things in the easiest and best way; the ability to reduce home-annoyances to their lowest terms; to "keep things running"—not merely as smoothly as her husband does in his office, but a great deal more so. She must manage her home so well that no one would suspect that it was managed at all.

More than half of the "want ads." are written by women; and are aimed to smooth out the rough places in home-making; to erase the little vexations and worries of the day; to keep the "pot boiling", the purse full, the "old things", from accumulating, the domestic machinery from getting rusty. She has learned that by advertising for a music teacher for her little girl she can not merely find the right one, but can secure the right rate; that by having a dozen applicants for the place of gardener she can "pick and choose" and make reasonable terms; that by advertising for a lodger she can get an agreeable one and one who is "good pay," that by advertising the household things which are no longer needed she can find the best markets for them.

**RATE---1 CENT A WORD FOR THE FIRST INSERTION AND 1-2 CENT A WORD FOR EACH INSERTION THEREAFTER**  
THE ABOVE RATE IS FOR BOTH MORNING AND AFTERNOON EDITIONS.

## HELP WANTED—MALE.

WILL pay Reliable Man or Woman \$12.50 to distribute 100 FREE pkgs. Perfumed Borax Soap Powder among friends. No money required. WARD BORAX CO., 216 Institute, Chicago.

WANTED—Second cook; also bus boy. Apply at Sheridan.

FOREMAN AND FACTORY SUPERINTENDENTS—Splendid chance to make \$100 or more monthly, without interfering with present work, by co-operating with \$100,000 Company in securing business. No canvassing. Solid company. Proposals of annual merit. Write for full details today. Replies confidential. Address W. HALL & CO., 421 Commercial Bank Building, Houston, Tex.

WANTED—Second cook. Sheridan hotel.

WANTED—Porter at Sheridan hotel.

LET me pay you \$50 monthly. Only ten minutes of your time daily required. All work done at your home. No canvassing. No capital. Also show you how to start mail order home business. Instructive booklet and list of goods guaranteed business and above. Vordies, Desk 423, Dunham, Neb.

WANTED—Press feeder. L. P. Hardy, 417-419 S. St. Joe st.

LOCAL REPRESENTATIVE WANTED—No canvassing. Selling required. Good income assured. Address National Co-operative Realty Co., 5811 Marden Building, Washington, D. C.

WANTED—A porter, out of town work. Call 5100 Home phone after 2 p. m. Sunday.

WANTED—Man between age 21 and 30 as collector of east side. C. B. Sogo, 307 Dean Bldg.

WANTED—A driver Loose Wiles Biscuit Co., 112 E. Division st.

WANTED—First class mattress maker; none but experienced need apply. Russell & Russell.

WANTED—A baker. Russ Baking Co., First and Mill sts., Mishawaka, Ind.

WANTED—Teams for wheel scraper work and laborers. Apply at South Bend Brick Co.'s plant, Home 5186. G. R. Summers, receiver.

WANTED—Carpenters, good finishers. Indiana Lumber Mfg. Co., 742 S. Michigan st.

WANTED—15 men to work on peppermint farm near Mill Creek, Ind.

WANTED—Heavy sheet iron workers, or boiler makers. Apply G. F. Hunt, care Dodge Mfg. Co., Mishawaka, Ind.

WANTED—Two best-class electricians for inside wiring. S. D. Moran, 521 S. Michigan st.

MAIL CARRIERS WANTED—\$65 to \$100 monthly. South Bend examinations coming. Specimen question papers and training institute, Dept. 905, Rochester, N. Y.

YOUNG MEN WANTED to join the automobile business. A short time in our school will fit you to accept one of the many positions open for repairmen, chauffeurs, demonstrators and automobile salesmen. We give students a full kit of tools and a text book free. Attend our Sunday morning lecture from 9 to 10 and let us explain our method of teaching. INDIANA MOTOR COLLEGE, 119 E. Main st. Home phone 5271.

WANTED—Telemarketers, \$75 per day. Go west to Zigler, either car line, walk north. J. F. Reynolds.

PRACTICAL instruction in a garage and repair shop under the direction of the most skilled and clear mechanics operating. A scientific automobile text book, and kit of tools free to each student. Day and evening classes. Prices reasonable. Payment plan if desired. We teach you thoroughly in a few weeks' time. Write, call or phone for particulars. Seely Auto-Sales & Training School, 232 N. Michigan st. Both phones.

WANTED—Salesman. Apply Box G, News-Times.

WANTED—Housekeeper in small family. References required. Address H. L. care News-Times.

WANTED—Girl to do general housework. Max Adler, 507 W. Lasalle av.

WANTED—Lady solicitor, no goods to sell. Apply manager Newsman's-Williams.

AGENTS WANTED.

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WANTED—Immediately, experienced dining-room girl. Bell phone 1330. Home phone 5183.

WANTED—Bunch makers and rollers, steady work. L. S. Kent Cigar Co.

WANTED—Girl for strapping tobacco, good wages, steady work. L. S. Kent Cigar Co.

WANTED—Girls to learn cigar making; paid while learning. L. S. Kent Cigar Co.

WANTED—Young woman for Shirt Making; no previous experience necessary; good pay while learning. Saturday afternoon only. Wilson Bros. Shirt Factory. W. Sample st.

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## PERSONAL.

PERSONAL—Don't wear at that old sewing machine or anything else. \$1.00 down and 50c per week buys a new White and that temptation is gone. Do it now. Haverstock the "White" man. 208 W. Jefferson st.

FIVE IN ONE for the housewife. Salad saves labor and money. For trial order call Bell p. one 3308. L. C. Axford, 107 Forest av.

WANTED—Ideas. Write for List of Inventions Wanted by manufacturers and prices offered for inventions. Our four weeks sent free. Patent secured or Fee Returned. VICTOR J. EVANS & CO., Washington, D. C.

RENT A TYPEWRITER OF ARMSTRONG.

All makes—Write Models for Rent or Sold on Easy Payments. Phone for sample machine. Bell 620. Home 1207.

Don't forget my 127 W. Jefferson Boulevard.

FOR SALE—Large room, top desk, new safe and typewriter desk. Must sell. F. H. Wurzer, 201 Summers' Bldg.

FOR SALE—Household goods.

Auction sale—Large lot of household goods Wednesday at 222 East Navarre st. Commencing at 1:30 p. m. J. A. Hartman, Auctioneer.

FOR SALE—Half Prices

Sept 1 to 4 only

Exclusive home furnishings—Plano, mahogany parlor and bedroom suites, brass beds, rug, oil English buffet and dining room furniture, gas stove, lace curtains, etc. 106 Marquette av. Home phone 1735.

FOR SALE—Poultry.

FOR SALE—Cheap, Philo brooder, coop, incubator. Past day old White Wyandotte chicks. 119 E. Indiana av. Bell phone 1583.

FOR SALE—Automobile, Motorcycle, Etc.

FOR SALE—One used auto, 23 H. P. in good running order, equipped with Motz cushioned tires, good as new. Would make good commercial car. Will sell cheap to make room. Call or address 1013 Lawrence st., City.

FOR SALE—One Orient backboard delivery auto in good condition.

One Cadillac delivery auto, new body, has windshield, lamps and curtains.

One large 7-pass. touring car in good running shape. This auto will be sold cheap for cash.

Call MILLER'S REPAIR SHOP, 205 N. Main st. Home phone 187. Mishawaka.

BEST PRICES YET.

Reo 4 pass. equipped ..... \$250.00

Orient 5 pass. equipped ..... 300.00

Electric Runabout, worth more than 400.00

Garford 5 pass. or more capacity ..... 400.00

Buick 5 pass. Elegant condition ..... 500.00

Maxwell Runabout. A dandy ..... 250.00

Call and look them over.

SEELY AUTO SCHOOL AND GARAGE, 232 N. Michigan st. Both phones.

FOR A LIMITED TIME we will repair your automobile free of charge by experienced mechanics. For practical experience to auto school students and under the personal supervision of competent mechanics. Our work is guaranteed. Call and see us.

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FOR SALE—Five-passenger Overland; open touring; set single harness; cut-rate; new body; in bulk cheaply. Owner leaving city. Call Home 2183; Bell 4031. Res. 619 Cleveland av.

FOR SALE OR TRADE—Good 40 horse-power Winton automobile. Looks like new. Call 200 S. Michigan st. Home 3063.

FOR SALE—Horse, harness and buggy, cheap, good reasons for selling. Inquire 1023 De Laude av. or Bell phone 3516.

FOR SALE—15 head of horses from 1000 to 1500 a piece. Will sell cheap if taken at once. Call 200 S. Michigan st. Home 6627. Bell phone 2631.

FOR SALE—Pony outfit; original cost, \$300; want \$125. Address Box J-113, News-Times.

DR. DANIEL J. HILL, Veterinary Surgeon.

Singapore and Bone Spavin cured. No pills cured. No blisters. First-class reference given. All kinds of veterinary work done. Prompt attention given to dogs.

Lehman & Kirtley's 10c Hilt Barn, Bell Phone 3507.

FOR HIRE—LIVERY—A pair of nice driving horses with Stanhope or carriage. Driver furnished. Suitable for physician, all estate man, agent, collector or for pleasure driving. Rates very reasonable. Call at 404 W. Jefferson av. or phone 8396 Home phone.

FOR RENT—Rooming houses.

FOR RENT—Large rooming house with bath, well located and money maker; also suitable for two families. Nice deal to right party. Inquire 417 Jeff. Bldg. Home 1268.

FOR SALE—Store building, two-story frame, 6-room house adjoining. Thickly settled factory district. Bargain if taken at once, only part payment required. Balance easy terms. Inquire Box H-146, care News-Times.

FOR SALE—Unfurnished rooms.